

Sent via E-Mail

June 30, 1997

CS ALCAN, DOC

TO: M. T. Anaya C. S. Huff
C. A. Babyak H. A. Norris
J. L. Bryant J. E. Riley
R. A. Cobb D. C. Stewart
D. M. Cook M. E. Sturm
J. Foley S. Uribe
H. J. Heintz

RE: **Winston "No Bull" Changeover**

Ladies and Gentlemen,

With the various discussions I have had with you, we are addressing the "No Bull" proposition with the individual DC Buyer's and GM Sales Managers. Please work on depleting the current Winston packing via your Regional Guidelines.

Please take a moment and contact your respective reclamation centers to prepare them for the possible increase in product. Looking at current on-hand inventories and sales of these respective grounds we may have some problem with Winston Selects and some ULT styles. Even with an aggressive discounting, we will probably be returning some of these brands. The reclamation centers will need additional supplies and coverage by our personnel.

As information, the distribution center should return product to the reclamation centers directly. This will allow this product to be processed with the stale product returned from the stores.

Please call if you have any questions.

Sincerely,

Chase

J. Chase Hymas

JCH: unk

cc: Gene Haisch
David Owens
S. R. Bremer
D. G. Ohland
T. P. Burns
Debra Strong

51845 1439